

JIM'S TIPS:

Showing Your Home At Its Best

4 **Make It Light & Bright!**

Make lighting in your home the “welcome sign” for homebuying prospects. Please turn on all the exterior and interior lights, including accent & picture lights.

4 **Avoiding The Crowds**

If there are too many people around during a showing, potential buyers will feel like intruders and want to hurry through your home. Take a nice drive or walk with the kids while your house is being shown.

4 **Shhhhhh!**

When your home is being shown, have all TVs turned off. Turn the stereo off, too, or put on soft classical music. Let Jim and your prospective buyers talk calmly without having to yell over any noise.

4 **Having Pets Around The House...**

...is wonderful, except when showing your house. Can Spotty and Tigger go for a drive, too?

4 **This Is Not A Social Call**

If you're present, be courteous and friendly, but don't force conversation with potential buyers. They're there to inspect your house, not to be social. Let Jim show your home and do all the talking.

4 **Nor Is It A Garage Sale**

Don't try to sell potential buyers any of the furnishings that you don't want to take with you. They haven't even bought your house yet. It could jeopardize the sale.

4 **Trust Jim To Do It Right**

Let Jim negotiate with the buyers about price, terms, possession date, etc. He has the knowledge and experience necessary to get YOU the best deal.

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JIM'S TIPS:

Preparing Your Home For Sale

4 **First Impression Is So Important**

Curb appeal is vital. Your lawn should be trimmed, sidewalks swept, front door clean, doorbell working.

4 **Painting For A Better Sale**

A minor investment in paint will pay dividends in the form of a better price and/or a quicker sale.

4 **Here Comes The Sun!**

Open the curtains and clean the windows so a prospect can see how bright and cheerful your house is. Dark, dreary rooms are not appealing to homebuyers.

4 **Don't Be A Drip!**

Fix leaky faucets. Dripping water suggests faulty plumbing and major repair bills. Discolored, rust-stained sinks are also warning signs – they should be clean and sparkling.

4 **Little Things Mean A Lot**

Loose doorknobs or cabinet pulls, sticking doors and drawers, wobbly hinges, stuck windows – are negative factors. Check and repair all these minor flaws.

4 **Safety First**

Keep stairways and corridors absolutely clear. Clutter is unattractive and can cause accidents.

4 **Bathrooms Sell Homes**

Make bathrooms sparkle. Clean sinks and toilets and repair any damaged or discolored caulking.

4 **From Top To Bottom**

Let prospects see the full value of your basement, attic, garage and closets by removing junk and cartons. Rent a short-term storage space if necessary.

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